
5TH ANNUAL

Utah Procurement Symposium

October 21, 2010
South Towne Exposition Center

HANDBOOK

PTAC . . . MAKING A DIFFERENCE



STATE OF UTAH

OFFICE OF THE GOVERNOR
SALT LAKE CITY, UTAH
84114-2220

GARY R. HERBERT
GOVERNOR

GREG BELL
LIEUTENANT GOVERNOR

October 21, 2010

Dear GOED Procurement Symposium Participants,

It is my pleasure to welcome you and your guests to the 5th Annual Statewide Procurement Symposium. Our primary focus today, and throughout the year, is to assist our small businesses with the necessary tools for success in government contracting. Specifically, this event is designed to help your Utah firm obtain local, state and federal government contracts rather than having them awarded to vendors outside the State.

The Procurement Technical Assistance Center (PTAC) is one of several departments within the Governor's Office of Economic Development (GOED). PTAC's mission is to provide assistance to the small business community of Utah by helping them expand their marketing efforts through contracts with federal, state, and local government agencies. As new contracts are confirmed—jobs are created, tax revenue is generated for the benefit of our citizens, and the economy improves.

Without a vibrant small business community, particularly during this critical time in our country, the State of Utah's economy would not be among the best in the nation. We are certain that the time you have committed to this Procurement Symposium will be well spent. I encourage you to make the most of the breakout sessions and the networking opportunities with our state's largest companies and government agencies.

Sincerely,

A handwritten signature in black ink, reading "Gary R. Herbert".

Gary R. Herbert
Governor



Governor's Office of Economic Development

State of Utah

GARY R. HERBERT
Governor

Greg Bell
Lieutenant Governor

SPENCER P. ECCLES
Executive Director

October 21, 2010

Procurement Symposium Participants,

On behalf of the Utah Governor's Office of Economic Development I want to welcome you to this Procurement Symposium. I am particularly pleased that we can come together to discuss the essential components of acquiring and maintaining Federal, State, and local government contracts. Today's economy demands that every business maximize its sales opportunities and there is no better place to do that than through the training and contacts you will get at today's PTAC Symposium.

As most of you have felt in your businesses, we are competing in a global economy, which demands that each of us to reach out and re-educate ourselves about how we can plug into that economy. Importantly, this Procurement Symposium will provide you with the tools and information that will help your companies thrive.

I trust that your time will be well spent at this event and I hope that you will take advantage of our GOED staff and the other resources available. Thanks for your contributions to our economy and the expertise that you bring to our state.

Sincerely,

Spencer P. Eccles
Executive Director
Governor's Office of Economic Development



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PTAC Symposium

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AGENDA

GOVERNOR'S OFFICE OF ECONOMIC DEVELOPMENT PROCUREMENT SYMPOSIUM • OCTOBER 21, 2010



7:15 am – 8:00 am

Registration and Continental Breakfast

8:15 am – 9:00 am

Breakout Sessions

200A&B **Procurement Technical Assistance Center (PTAC) Services**

PRESENTERS: *Sharon Young, Regional Manager and Chuck Spence, Deputy Director, PTAC*

An overview of PTAC Services. Learn how the Bid Match System can save you countless hours of searching for government contracting opportunities. You will also learn how to take advantage of many other services, benefits and opportunities offered by PTAC offices throughout Utah. This session is designed for new PTAC clients and others interested in its services.

200C&D **Contracting Officer Tips**

PANEL: *Colonel Roger Westermeyer, Hill Air Force Base; Liz Reed, Dugway Proving Grounds; Brenda Alverson, Tooele Army Depot; James Durrant, Bureau of Reclamation*
MODERATOR: *Mike Newton, LSI*

This session offers an opportunity to understand what buyers are looking for in the bid process. Contracting officers are the first line contacts bid submitters encounter. If your bid proposal doesn't meet their

needs and expectations, it can't move forward. Hear their advice and learn what's important to them. This may make your next submission a successful one.

300A&B **Employment Law**

PRESENTER:

Elizabeth R. Blattner-Thompson, Parsons Behle & Latimer

For those interested in contract law as it relates to employment. Federal contractor status often brings with it non-discrimination, non-harassment and affirmative action obligations. Come learn about the three employment laws administered by the Office of Federal Contract Compliance — Executive Order 11246, Section 503 of the Rehabilitation Act of 1973, and the Vietnam Era Veterans' Readjustment Assistance Act — require of you, and why it's important for you to comply.

9:15 am – 10:00 am

Breakout Sessions

200A&B **Federal Acquisition Regulations (FAR)**

PRESENTER: *Christi Field, Hill Air Force Base*

If you're intimidated by government contracting regulations, this is an opportunity to learn how to tackle FAR. Although it is an enormous document, there are ways to approach it and grow familiar with its most



important sections. This is an opportunity to understand those approaches and to ask questions about interpretation, compliance and other issues related to FAR.

200C&D **Successful Vendors**

PANEL: *Sue Rice, Cavanagh Services Group; Steve Burt, Entelen Design-Build; Scott Nicolaus, Industries for the Blind; Ki Ho Kang, KIHOMAC*

MODERATOR: *Fred Lange, PTAC Director*

What makes for successful government contracting? Hear from successful vendors. This is an open forum for questions and answers. Moderator, PTAC Director, Fred Lange, will help guide the discussion.

300A&B **General Services Administration (GSA)**

PRESENTERS: *Tracie Grant, LSI Consultant, Erich Schuette, Customer Service Director, Ogden GSA*

Doing business with the government through a GSA contract is an excellent approach in selling to the government; but pursuing a GSA contract is a daunting endeavor. It is best to have a clear understanding of the GSA process and how your company may benefit, before deciding to go after it. In this session you will learn about GSA, its requirements and and if it's for you.

10:00 am – 10:15 am

Break

10:15 am – 11:00 am

Morning/Keynote Address

Main Exhibit Hall 3

Governor Gary R. Herbert,
17th Governor of the State of Utah

11:00 am – 11:45 am

Breakout Sessions

200A&B **Utah Department of Transportation (UDOT)**

PRESENTER: *Denice Graham, Civil Rights Manager, UDOT*

There are many transportation projects underway and in the planning stages. Much of federal and state spending is currently targeted for transportation and related projects. In this session, you will learn how to do business with UDOT, what are its requirements, how to find and access opportunities and obtain some perspective on what they are seeking in prospective contractors.

200C&D **Set-asides and Certifications**

PRESENTER: *Raymond Christy, DBE Liaison Officer, Utah Transit Authority*

Are you confused about socio-economic set-asides and certifications? This presen-



tation will provide a great overview of the requirements for and benefits of the various certifications, including 8(a), HUB Zone, Service Disabled Veteran-owned, Woman-owned, Disadvantaged Business Enterprise (DBE) and other special status certifications.

300A&B **E-Verify Employment Verification System**

PRESENTER: *Roger Tsai, Parsons Behle & Latimer*

In 2008, President George W. Bush signed an executive order which directs all federal departments and agencies to require contractors, as a condition of each future federal contract, to agree to use an electronic system to verify workers' employment eligibility. Specifically in Utah, state and local contractors are also affected by Senate Bill 81 which requires the use of E-Verify beginning July 1, 2009. This session will discuss what E-Verify is, and how it fits into the larger picture of immigration prosecutions and raids. Other topics covered:

- Compliance with the Immigration and Reform Act
- Social Security No-Match Letters
- National Origin and Citizenship Discrimination
- Exploring options to legally employ immigrant workers

11:45 am – 1:00 pm

Lunch/Keynote Address

Main Exhibit Hall 3

John Caporal, *Acting Director,
U.S. Air Force Office of Small Business Programs,
The Pentagon, Washington DC*

1:00 pm – 2:30 pm

Networking and Booth time

AGENDA *(continued)*

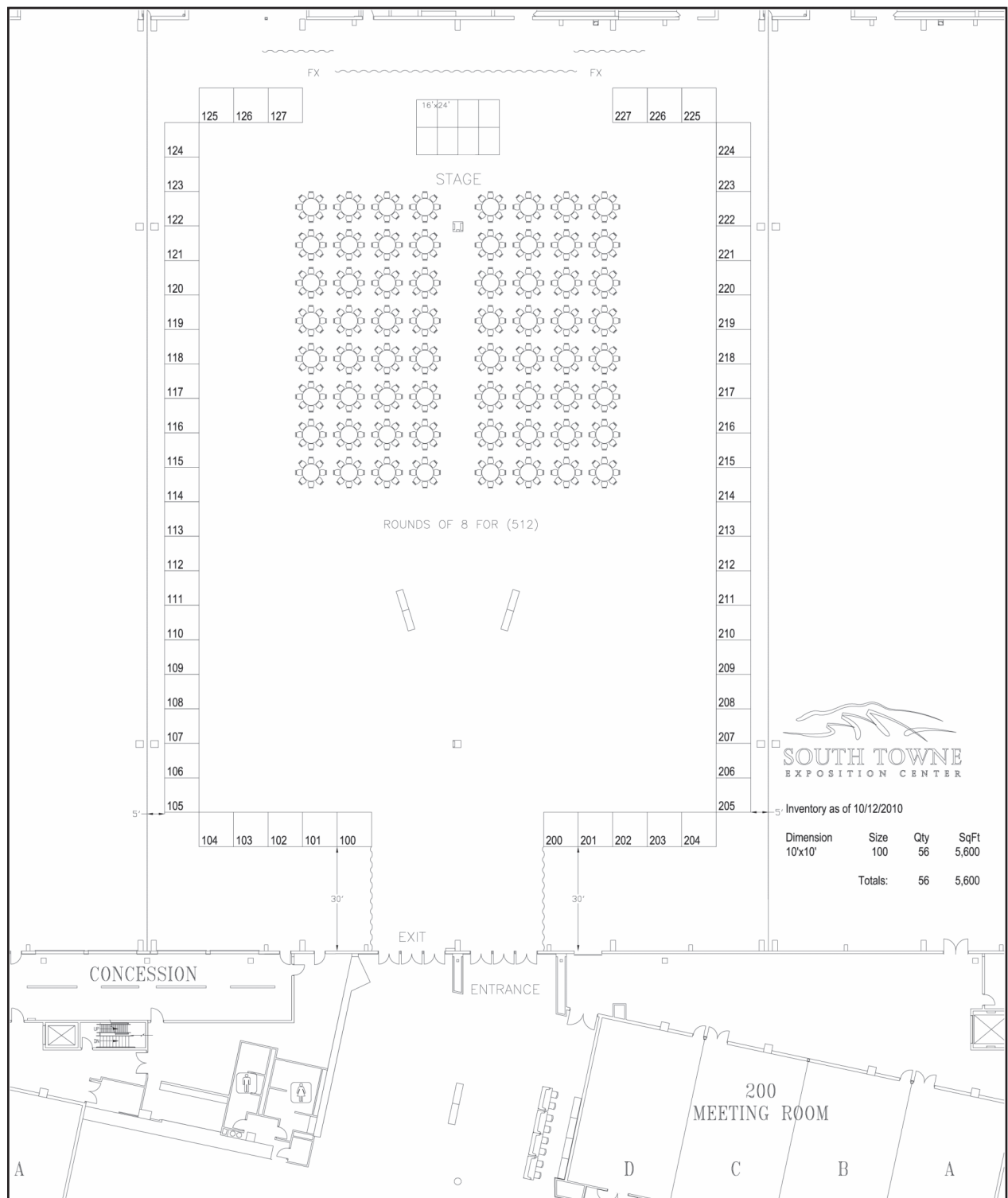
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BOOTH #	EXHIBITOR
200	American Express
204	ATK
105,106	Design Builders a Balfour Beatty DPR Big D joint venture
201	Boeing
104	Booze Allen Hamilton
217	Bureau of Land Management
216	Bureau of Reclamation
101,102	Deloitte Consulting LLP
115	Dugway Proving Grounds
114	GSA
213,214	Hill Air Force Base
116	Horrocks Engineers
117	Intermountain Health Care
118	ITT Corporation/EDO
103	Kiewit
203	L3 Communications
111	LDS Church
205	Logistic Specialties Inc
211	Manufacturing Extension Partnership
226	Media One
224	Metlife Bank
207	Miller Business Resource Center
119	Northfront Business Resource Center
100	Northrop Grumman
212	Ogden City Purchasing

BOOTH #	EXHIBITOR
202	Okland Construction
206	Procurement Technical Assistance Centers
125	ProSoft Inc
126	Salt Lake Chamber Women's Business Center
110	Salt Lake City Corporation
208	Salt Lake Community College
109	Salt Lake County Contracts
219	Shipley Associates
121	Small Business Administration
122	Small Business Development Center
107	University of Utah
218	US Forest Service
223	USTAR
113	USU Space Dynamics
123	Utah Department of Transportation
210	Utah Division of Purchasing
215	Utah Division of Workforce Services
124	Utah State DOT Research
112	Utah State University
108	Utah Supplier Development Council
120	Utah Transit Authority
222	Utah Veterans Affairs
221	Utah's Own
209	Weber State University
227	Weber State University Continuing Education
220	Zions Bank Business Resource Center

EXHIBITOR LIST

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SPEAKER BIOGRAPHIES



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Governor Gary R. Herbert

Gary Richard Herbert is Utah's 17th Governor. Prior to becoming governor, he served as Lieutenant Governor under Governor Jon Huntsman from 2005 to 2009.

Governor Herbert was born in American Fork and raised in Orem, Utah. After graduating from Orem High School, Mr. Herbert served a two year mission for the Church of Jesus Christ of Latter-day Saints in the Eastern Atlantic States Mission.

While attending BYU, Mr. Herbert met and married Jeanette Snelson, from Springville. Shortly after their marriage, Mr. Herbert joined the Utah National Guard and served for six years as a staff sergeant working with target acquisition, artillery, and ground survey.

After his military service, Mr. Herbert began a career in the real estate industry, founding Herbert & Associates Realtors, a brokerage firm based in Orem. He and his wife, Jeanette, also began a child care service, The Kids Connection, which they operated for 23 years.

In 1990, Mr. Herbert was elected to the Utah County Commission, a position he held for 14 years. During his time as county commissioner, he served as presidents of the Utah Association of Counties and the Utah Association of Realtors, and as a board member of the Provo Orem Chamber of Commerce and Utah Water Conservancy District.

Governor and Mrs. Herbert have six children and nine grandchildren.



John Caporal

Mr. John Caporal is the Deputy Director of the Air Force Small Business Programs Office. Previously he was the Deputy Chief of the Mission Support Division, SAF/AQCX.

He worked at AFLC headquarters as a Procurement Analyst and Data Management Analyst. Later he joined ASC as a Buyer on B-2 program. He was selected as a Career Program Administrator at Randolph AFB and he was responsible for implementing program management, established the AFIT Master's Program, and developed a new Management Intern recruiting policy. He was also responsible for training, development and placement of Air Force Interns. Then he was selected to help stand up the Environmental Contracting Division of the Air Force Center for Environmental Excellence at Brooks. He and his team helped establish the organization's success by awarding new contracts through source selections while also producing a record volume of orders to support on-going projects. He and his AFCEE counterparts pioneered a cooperative Contracting/CE partnership resulting in many customers sending projects to AFCEE.

Mr. Caporal was selected to participate in the Education with Industry program at Radian International LLC, Austin Texas. He worked to revitalize the Acquisition Support Team and later he moved to Washington, D.C., to join the Air Staff to manage the Air Force Government-wide Purchase Card Program. He was selected for the deputy position in August 2002.





Spencer Eccles, GOED Executive Director

Spencer Peterson Eccles has strong ties to Utah's urban and rural communities as well as international markets. He was formerly affiliated with the 2002 Winter Olympics and the Salt Lake City office of Wells Capital Management (Wells Fargo Bank). Most recently, he has been involved with emerging web-based software and materials technology companies in the U.S. and abroad.

Eccles' involvement with Utah's non-profit community includes his former chairmanship of the Salt Lake Chamber's International Committee and service on its Board of Governors and Executive Committee. He serves as president of the First Security Foundation, and advises with The George S. and Dolores Doré Eccles Foundation. At the University of Utah, he is a member of the advisory boards of the Tanner Humanities Center's World Leaders Lecture Forum and the David Eccles School of Business.

Eccles received his MBA from BYU's Marriott School of Management and his BA in history from the University of Utah. As a student-athlete at the U, he was a member of its Alpine Ski Team, and for a number of years thereafter, he competed internationally in the sport and later coached one season with the US Ski Team.



Fred G. Lange, PTAC Director

Fred G. Lange has 40 years of private sector business experience in the Food and Beverage Industry, with the last 15 years as a consultant to small and large companies, including ConAgra Foods. His special focus has been in leading turnarounds and/or startups for companies. After earning a BS in Feed Science from Kansas State University, and an MBA from The Wharton School of Finance at the University of Pennsylvania, Fred began his Operations oriented career with The Pillsbury Company.

His business responsibilities increased rapidly to senior management, to include responsibility as CEO, COO, and Senior Vice President, where he had responsibility for the P & L of a Plant, Division, Multiple Plants and/or an entire Company. During his work experience, Fred completed 3 Greenfield Plant Projects—responsible for site selection, permitting, designing, building, staffing and startup of plants in California, Texas and North Dakota.

As Director of the Procurement Technical Assistance Centers in the Governor's Office of Economic Development for the State of Utah, he brings his many years of business; teaching; and consulting experiences to the responsibility of assisting small businesses grow through expansion of their sales with government contracts. Fred has received a Master's Certificate in Government Contracting from George Washington University, in Washington, D.C.

PRESENTERS

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Elisabeth R. Blattner-Thompson

*Chair of Employment Law Department
Parsons Behle & Latimer*

Elisabeth R. Blattner-Thompson is a shareholder and chair of the Employment Law department of Parsons Behle & Latimer. Her practice is primarily devoted to counseling employers on employment law compliance and defending employers in employment-related litigation, in the areas of breach of contract, discrimination and harassment, employee medical issues, retaliation, wage and hour violations and wrongful discharge. Ms. Blattner-Thompson received a B.S. degree in economics, cum laude, from the University of Utah in 1985. She earned her J.D. degree with high honors from the University of Utah in 1988, where she was a William H. Leary Scholar, a co-recipient of the Edward W. Clyde Fellowship, Note and Development Editor of the Utah Law Review and was elected to Order of the Coif. She served as a judicial law clerk to the Honorable David K. Winder, United States District Court for the District of Utah from 1988 to 1989. Ms. Blattner-Thompson has been recognized repeatedly in Utah Business magazine as one of Utah's Legal Elite for her employment law expertise. For years, she has been recognized in Chambers USA Client's Guide as one of Utah's leaders in employment law, has been listed in The Best Lawyers in America in labor and employment law and has been recognized in Mountain States Super Lawyers, including being selected among the Top 40 Women Mountain States Super Lawyers in the 2010 edition. Throughout her career she has held Martindale-Hubbell's highest rating, an AV. Elisabeth was recognized as the 2010 Labor & Employment Lawyer of the Year by the Utah State Bar Association.



Steven R. Burt, AIA

*President
ENTELEN Design-Build, LLC*

Steven R. Burt, AIA is president of ENTELEN Design-Build, LLC, Sandy, UT, a multi-disciplined small business providing architectural design, construction management and general contracting services for both government and private users. He has been instrumental in delivering a number of award winning projects with a career focus on design-build projects and processes, including the design and construction of cleanroom manufacturing spaces for use in pharmaceutical, medical device and semiconductor production. During the decade of the 90's he was Sr. Vice President of Worldwide Operations for Daw Technologies, Inc. He has published several articles on construction project delivery methods, cleanroom construction and planning subjects. He currently serves as an appointed, non-attorney member of the Utah State Bar Commission. He chairs the Design Review Committee for the Civic Center Zone in Sandy, UT and serves as a member of Murray's DHOD Design Review Committee. Mr. Burt received a Bachelor of Science in Economics (1978) and Master of Architecture (1981) from the University of Utah.



Raymond Christy

*Disadvantaged Business Enterprise (DBE)
Liaison Officer, Utah Transit Authority,
Salt Lake City, Utah*

As the DBE Liaison Officer, Raymond is responsible for setting Utah Transit Authority's overall DBE goal, contract goals on UTA federally funded projects, community outreach, Labor / Equal Employment Opportunity (EEO) compliance on federally funded projects and is a DBE certification



official. Raymond works directly with contractors, project engineers and project managers to problem resolve, and advocate for DBE firms before, during and after projects. Raymond presents UTA's DBE program at business and community events / meetings, and partners with the local office of the Department of Labor to co-sponsor technical assistance workshops. Raymond conducts field interview audits to ensure UTA construction projects are in EEO and Labor compliance. Raymond also serves as a certification official of the Utah Uniform Certification Program (UUCP).

Raymond received the US Department of Transportation Grant Recipient Award (2005) for the implementation of UTA's DBE program. Also he is the recipient of the Salt Lake City SBA office Minority Enterprise Development Support Services Award (2006).

George F. Dupin

*Chief Specialized Contracting Branch,
Maintenance Support, Hill AFB, Utah*

George F. Dupin is the Chief of the Specialized Contracting Branch, Maintenance Support, Hill AFB Utah. His responsibilities include providing leadership and management for the award and administration of service and commodity contracts supporting the 309th Maintenance Wing. The Maintenance Wing, with over 8,200 government employees and 3,000 contractor personnel, performs aircraft and missile maintenance operations, a variety of commodity component repair, overhaul and manufacturing functions, development and the sustaining of weapon system software; and maintenance.

Mr. Dupin has a total of 32 years experience in AF and commercial contracting, and 4 years experience in inventory Management. He served for more than 27 years on active duty in the Air Force beginning his career as an inventory management specialist at Mountain Home



PRESENTERS *(continued)*

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AFB, Idaho in 1973. He Cross-trained in to contracting during his second assignment to Mountain Home in 1978. He served in contracting assignments in six different Air Force Major Commands and was a contracting officer working with USAID and the United Nations for the resettlement effort of the Kurds in Northern Iraq. Mr. Dupin retired in the rank of Chief Master Sergeant in November 2000 from Headquarters, Air Force Space Command. He worked as a purchasing manager in private industry before coming back to serve the Air Force as a civilian in 2004.

James L. Durrant

Upper Colorado Region of the Bureau of Reclamation

James Durrant is the Manager of the Acquisition Management Division for the Upper Colorado Region of the Bureau of Reclamation. The Bureau of Reclamation manages, develops, and protects water and related resources in an environmentally and economically sound manner in the interests of the American public. The Bureau of Reclamation is the fifth largest electric utility in the 17 Western States and the nation's largest wholesale water supplier, administering 384 reservoirs with the total storage capacity of 245 million acre-feet (an acre-foot, 325,851 gallons of water, supplies enough water for a family of four for one year).

Mr. Durrant has been the Manager of the Upper Colorado Region's Acquisition Management Division since October 2005. The Acquisition Division is made up of a variety of personnel who provide contracting and acquisition support for the Region's supply and service, research and development, construction, and related contracting activities; award and administration of both competitive and non-competitive cooperative agreements and grants; and oversight of the property management programs.

Mr. Durrant joined Government service in 1996, as Copper Cap Program Intern at Hill Air Force Base. After graduating from the Copper Cap Program in March 2000 James served as a contracting officer and team lead for numerous

offices, programs, and projects at Hill AFB, including: the Precision Measurement Equipment Laboratory (PMEL) source selection, the Design Engineering Support Program (DESP), and the Minuteman III Propulsion Replacement Program and Propulsion Team.

Christi Field

Chief, Clearance & Program Support Branch (PKCA)

Christi Field is the Chief of the Clearance and Program Support Branch, Policies and Procedures, Ogden Air Logistics Center, Hill AFB, UT. As the Chief of Policy and Procedures, she is responsible for oversight of Policy Resources, Quality Programs, Local Policies and Procedures, Policy Training, Special Assignments/Projects to include Congressionals, Business Performance Indicators, Green Contracting, FAR Councils, Delegations, FOIA requests, and is a key member of the HQ AFMC Enterprise Policy and Procedure board.

Born and raised locally, Ms. Field began her Government career with the Internal Revenue Service, Ogden Utah, in 1986 then transferred to Hill Air Force Base in 1987. She started her Hill Field career as a GS-02 admin clerk with the Files and Distribution team and worked various contracting assignments up to her current position as the OO-ALC Policy Chief. Ms. Field has worked a myriad of multi-billion dollar programs in support of the F-16 Group, Trainers Branch, Center PK Strategic Purchase Team, and A-10 System Program Office.



Denice Graham

Disadvantaged Business Enterprise Program for the State of Utah

Began career in public service with the Federal Government in 1982. Worked in the private sector as an insurance investigator for approximately three years. Career with UDOT started with the I-15 Core project in 1997 administering the Civil Rights Program. Civil Rights Manager since 2002. Currently, administers the Disadvantaged Business Enterprise Program for the State of Utah, the On The Job Training Program, Contractor Compliance Program, Title VI Discrimination Program for UDOT and, administers all prompt payments to subcontractors working on UDOT Projects. Member of the Western Association of State Highway and Transportation Officials (WAASHTO) Subcommittee for Civil Rights and serves on various National Civil Rights Committees with a focus on national policies for transportation issues and advocating legislation that supports efficient and effective economic competitiveness for small businesses in the construction industry.

Tracie Grant

*Consultant, LSI
GSA Subject Matter Expert*

As part of LSI's commitment to economic development in Utah, subject matter expert Tracie Grant was hired by LSI as a consultant specializing in working with Utah businesses as they navigate the GSA multiple award schedule maze.

Tracie began her career in government contracting as part of what became Covey Leadership Center's Federal Programs Division in 1993. She negotiated her first major contract with the U.S. Department of Navy in 1995 and was a team member on Covey Leadership Center's successful MOBIS General Services Administration (GSA) bid in 1997. She started her own consulting company

(continued on next page)



PRESENTERS *(continued)*

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in 2002 and has assisted Utah small businesses in obtaining IT Solutions, Building and Building Materials, and Environmental Services GSA contracts. Since 2002 she has been involved with developing proposals for, or managing a variety of GSA Multiple Award Schedules including IT Solutions, MOBIS, Environmental Services, Training Aids and Devices, and Office Furniture.

Ki Ho Kang

United States Air Force

Ki Ho Kang, a veteran of the United States Air Force, founded KIHOMAC, Inc. in 2003. As an Air Force officer, Kang participated in a variety of complex aerospace weapon system acquisition programs as systems engineer, flight test engineer, and program manager. He served as an avionics systems engineer for A-10 and QF-100 aircraft, flight test engineer for A-10, and managed a number of technology programs in support of various Department of Defense agencies. As a weapons program manager at the Defense Threat Reduction Agency, Kang oversaw the cruise missile penetrator, Hard Target Smart Fuse, and Advanced Unitary Penetrator programs, and as a program manager at the Central MASINT Technology Coordination Office, Kang oversaw MASINT technology investment programs. After 11 years of active duty service in the Air Force, he joined the Air Force Reserve in 2000 and served as a Reserve Air Attach and as a military assistant to the Air Force Scientific Advisory Board. He recently retired from the Air Force Reserve as a Lieutenant Colonel after 21 years in total service.

Ki Ho Kang focused the company's competency towards sustainment of complex aerospace systems, encompassing the entire spectrum of sustainment functions



— analysis, design, build, test, field, and service aerospace capabilities. The company has grown steadily at an annualized growth rate of over 130%, starting in 2004 with \$156K in revenue and ending 2009 with \$10.9M in revenue. Recently, the company opened a 12,500 square foot Prototype Engineering and Fabrication Center (PEFC) in Layton, Utah to address aerospace customer manufacturing needs that require high engineering content and specialty machining. Ki Ho Kang received a Bachelor's Degree in Electrical Engineering from Rensselaer Polytechnic Institute in 1989. He then received a Master's Degree in Electrical Engineering from the Air Force Institute of Technology in 1994. He is a member of the Institute of Electric and Electronic Engineers. Ki Ho lives in Fairfax, Virginia with his wife Madelline and two children, Darren and Eileen.

Lisette K. LeDuc

*Chief of the Small Business Programs
Hill Air Force Base, Utah*

Lisette K. LeDuc is the Chief of the Small Business Programs, Hill Air Force Base, Utah. She manages the installation's Small and Disadvantaged Business program and tracks and reports on an annual spending of approximately \$5 Billion. She interfaces with Senior Leaders at Hill Air Force Base and acts as liaison with Air Force Material Command and Air Force Small Business Offices. She is also responsible for the Center Source Development Program designed to assist both large and small businesses in becoming approved sources of supply and repair for Ogden requirements.

Ms. LeDuc was hired under the Outstanding Scholar Program, and began her career as a Contract Administrator. She has served in numerous Contracting positions from the selective Copper Cap Management Intern Program to Director of Business Operations.



Michael B. Newton

Senior Consultant

Mr. Newton was the mobilization assistant to the Deputy Assistant Secretary of the Air Force for Contracting, Office of the Assistant Secretary of the Air Force for Acquisition, Headquarters U.S. Air Force, and Washington, D.C. He exercised functional responsibility for all approximately 600 contracting personnel in the Air Force Reserve and Air National Guard.

He entered military service with the Army as a graduate of Army ROTC from Indiana University in 1974. He completed an interservice transfer to the Air Force in November 1983. He has served in a variety of acquisition positions for the Air Force and is a graduate of the Copper Cap management intern program. His assignments include senior individual mobilization assistant to the Director of Contracting, Ogden Air Logistics Center, Hill Air Force Base, Utah, and mobilization assistant to the ALC's Commander. General Newton was selected as the Outstanding Reservist in Contracting for the Air Force in fiscal year 1995.

Mr. Newton was also the Director of Contracting at Tooele Army Depot, Tooele, Utah and retired from that position in 2007.

Scott Nicolaus

*Federal Sales Manager, Western Region
IB Express: Sales*

Relatively new to Industries for the Blind, Inc.-Milwaukee, Scott Nicolaus, joined the organization in March 2010, and currently works as Federal Sales Manager – Western Region. Scott supports IB Express Stores by fully understanding customer needs and providing out of the box solutions to guarantee full customer satisfaction. Prior to joining Industries for the Blind, Scott has been serving the federal government since 1999, working as a Federal Sales Manager for Corporate Express Southern California (Hawaii & Guam) and as a Fed-



PRESENTERS *(continued)*

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eral Sales Representative for Staples, Inc. Under Scott's direction as Sales Manager, sales increased from \$7 million dollars to \$13 million dollars in less than three years. In addition, he was responsible for winning a \$485 million dollar Navy Fleet and Industrial Supply Center (FISC) contract in 2005. Scott's other achievements include an induction into the 2009 Staples, Inc. Presidents Club for achieving top five percent of sales and was named a 2006 Javits-Wager-O'Day Ambassador for his commitment to carrying out the mission of providing employment opportunities for blind and visually impaired individuals.

Liz Reed

*Mission and Installation Contracting Command
Director of Contracting
Dugway Proving Ground*

Ms. Reed is a native of Tooele, Utah, and began her government career at Tooele Army Depot (TEAD) in 1975. After having the opportunity to experience many different fields of government work at entry level, she focused on the contracting field as her desired profession and began as a clerk typist in the contracting office in 1982. She completed a local intern program in contracting at TEAD, progressing through the various functions within the contracting field. A key assignment for Ms. Reed at TEAD was the administration of the contract for the Consolidated Maintenance Facility (CMF), a \$76M process equipment system.

In 1995, Ms. Reed accepted a position as contract administrator and alternate Administrative Contracting Officer (ACO) of a \$900M Cost-Plus-Award-Fee (CPAF) contract at the Government-Owned, Contractor-Operated (GOCO) facility at the Tooele Chemical Disposal Facility (TOCDF) at Deseret Chemical Depot, UT.

In 2000, Ms. Reed began working at Dugway Proving Ground (DPG) and worked as a Procurement Analyst; managed the Government Purchase Program for three western installations; managed the Past Performance Information Management System for all Dugway contracts;

and was Senior Contracting Officer with unlimited warrant on complex technical support services contracts, crucial to the DPG mission and other Research, Development, Test and Evaluation (RDTE) programs.

Ms. Reed was promoted to the position of Director of Contracting in 2005. A major duty of her position is serving as the Small Business Specialist for MICC-Dugway Proving Ground. She is a member of the Army Acquisition Corps; is Level I certified in Program Management and is Level III certified in Contracting.

Sue Rice

*President
Cavanagh Services Group, Inc.*

Sue Rice is the Founder and President of Cavanagh Services Group, Inc. Sue left a large environmental cleanup company to start Cavanagh Services Group in 2002. Cavanagh is her mother's maiden name and is a tribute to one of the most important and influential people in her life. Unafraid of taking risks, Sue started with one employee and one contract in her home office and has since grown her company to over 50 employees, six national offices and has landed multi-million dollar contracts worth over \$75 million.

Cavanagh Services Group specializes in integrated project management and logistics services supporting the environmental cleanup industry for multiple government agencies as well as commercial markets.

Sue is an active member of two national women's professional organizations - Women's President Organization and Women Impacting Public Policy.

Sue and her company have won numerous awards. In May of this year, Cavanagh Services Group was honored by the US Department of Energy (DOE) with the "Small Disadvantaged Business of the Year" Award. Cavanagh was chosen among the many small businesses that support the DOE nationwide.



Erich Schuette

Customer Service Director, GSA

Erich Schuette currently serves as Customer Service Director for the General Services Administration (GSA) supporting Utah, Montana and Canada. In this capacity Erich supports Federal, State, and Local Government entities in the procurement of commodities and services.



Chuck Spence

*Deputy Director
Procurement Technical Assistance Center*

Chuck Spence has had a long distinguished career in public service for the State of Utah. His first nine years were in human resources and operations management, and the last ten years in business and economic development - his passion!

Chuck earned his Bachelor's degree in Political Science and Master of Public Administration (MPA) from the University of Utah. Chuck participated in the Hinckley Institute of Politics program, and served as Teaching Assistant to former Salt Lake Mayor Ted Wilson. Chuck began his professional career working for the State Department of Human Resource Management. Chuck has also served as a Human Resource Manager for a state agency and Court Operations Manager for the Third District Juvenile Court, before transitioning into business and economic development.

As the State's Division of Business and Economic Development prepared to take economic advantage of the 2002 Winter Olympics, Chuck accepted a position with the International Business Development Office in 2000 as the Business Partnership Director, a program that brought over 1200 prospective clients to Utah to

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PRESENTERS *(continued)*

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explore business opportunities with Utah companies.

Chuck joined the Governor's Office of Economic Development in February 2005, as the Deputy Director of the Procurement Technical Assistance Center (PTAC). As Deputy Director, Chuck assisted in building a new program from the ground floor, including recruiting initiatives, marketing strategies, developing the PTAC brand, and creating key relationships with organizations such as the SBA, USDC, Hill Air Force Base, city and county economic development leaders and statewide procurement professionals.

Roger Tsai

Parsons Behle & Latimer, Attorney

Roger Tsai is an attorney in the Employment Law department at the Salt Lake City based law firm, Parsons Behle & Latimer. He concentrates his practice on employment and family-based immigration and worksite enforcement. Mr. Tsai regularly advises companies and universities on how to secure temporary and permanent visas for foreign national employees including H-1B, H-2B, L-1 visas and permanent resident status. He has also assisted companies in performing internal audits of their employment eligibility documents (I-9's) and successfully negotiated settlements with Immigration and Customs Enforcement. Mr. Tsai has spoken before the Utah State Legislature and numerous industry groups on immigration worksite enforcement. His articles on immigration worksite enforcement have been published by the American Bar Association, the Utah Bar and the American Immigration Lawyers Association (AILA).

Mr. Tsai received his B.A. degree in political science and economics from the University of Michigan and his law degree from the University of Houston Law



School. He currently serves on the boards of the Utah AILA Chapter, the Utah Asian Chamber of Commerce, the Salt Lake Chamber Immigration Taskforce and the Governor's Hispanic Advisory Council.

Colonel Roger H. Westermeyer

*Director of Contracting
Ogden Air Logistics Center, Hill AFB*

Colonel Roger H. Westermeyer is the Director of Contracting, Ogden Air Logistics Center, Hill AFB, Utah. As Director, he is responsible for the oversight, procedures, resources and systems necessary to provide world class contracting support for multiple weapon systems and commodities managed at the Center. These systems include the A-10 and F-16 aircraft, space satellite, radar, and the Minuteman and Peacekeeper intercontinental ballistic missiles. Other systems include landing gear wheels, brakes and tires, as well as equipment, supplies and services to support Hill Air Force Base and other government agencies.



He was commissioned in 1986 through the Reserved Officer Training Corps program and entered the United States Air Force in March of 1987 as Deputy Missile Combat Crew Commander at the 351st Strategic Missile Wing, Whiteman AFB, Missouri. During this tour he served as Deputy Flight Commander, Combat Crew Commander, Flight Commander, Senior Flight Commander, Wing Instructor, and Missile Operations Staff Officer. From July 1992 until June 1993 he was a student in the Education With Industry program, with duty at General Electric Aircraft Engines, in Cincinnati, Ohio.

Sharon Young

*Regional Manager
Davis/Weber PTAC*

Sharon Young is the Regional Manager of the Davis/Weber PTAC as part of the Governor's Office of Economic Development. She previously served as the Director of National Business Development, Director of Utah Business Expansion and Retention and has been actively involved in a variety of economic development efforts for more than 25 years.



She is also partnering with her 21 year old daughter starting up a woman's clothing boutique in Sandy, Utah. They are taking advantage of the changing economy by providing a designer look at affordable prices.

Ms. Young holds a Bachelor of Science in Business Administration.